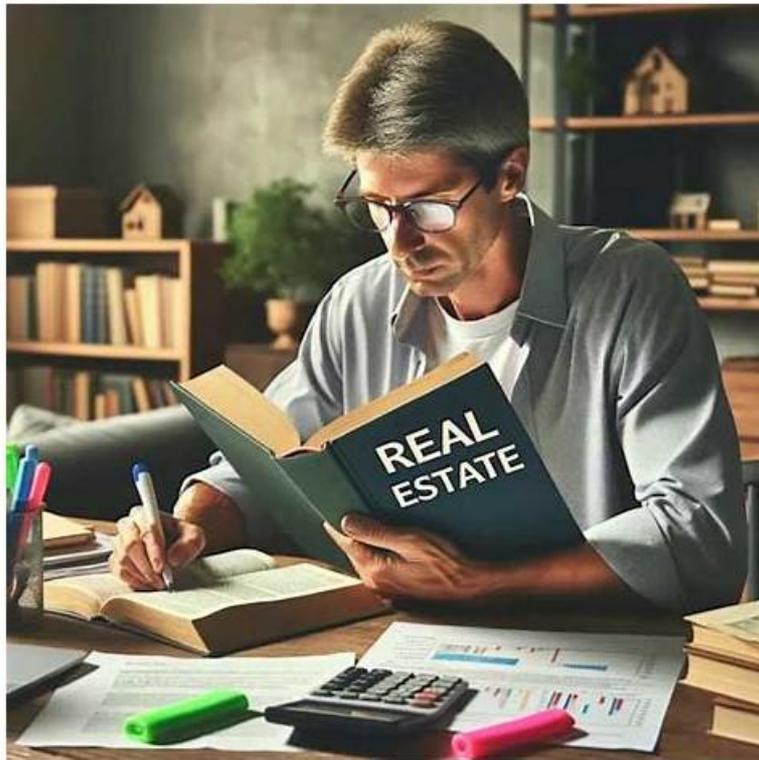


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## **Real Estate Massachusetts Real Estate Salesperson Exam Sample Questions**

## (Q73-Q78):

### NEW QUESTION # 73

According to the CAN-SPAM Act, every email advertisement for real estate services must do all of the following EXCEPT

- A. clearly indicate the nature of the content of the email.
- B. inform the recipient of the name and location of the brokerage firm.
- C. advise the recipient that it will take 180 days to remove the recipient's name from this email list.
- D. allow a method for the recipient to opt out and not receive future emails.

**Answer: C**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The CAN-SPAM Act of 2003 governs commercial email. Key requirements include:

Emails must not use misleading subject lines (A).

Must include the sender's valid physical postal address (B).

Must provide a clear, simple way to opt out of future emails (C).

Opt-out requests must be honored within 10 business days, not 180 days.

Thus, advising that it will take 180 days to remove an email address is not compliant.

Correct answer: D.

Reference: CAN-SPAM Act (15 U.S.C. 7704); Massachusetts Real Estate Salesperson Candidate Handbook - Advertising Compliance.

### NEW QUESTION # 74

Which of the following acts does NOT require notifying the Board of Registration?

- A. A salesperson terminates employment with one broker and affiliates with another.
- B. A broker conducts business under the broker's own name.
- C. A broker changes his or her mailing address.
- D. A broker commences business under the trade name of ABC Realty.

**Answer: B**

Explanation:

Massachusetts real estate law requires licensees to notify the Board of Registration of Real Estate Brokers and Salespersons of any changes that affect their license status or operations. This includes:

Change of mailing address (M.G.L. c. 112, 87YY).

Change of broker affiliation for salespersons.

Operating under a trade name (which requires Board approval and proper business certificates).

However, a broker who conducts business under their own legal name does not need to notify the Board separately of this fact. The license is already issued in the broker's name, so no additional approval is required unless a trade or business name is used.

Reference: 254 CMR 2.00; M.G.L. c. 112, 87YY.

### NEW QUESTION # 75

A building was purchased for \$350,000 with a 20% down payment. If the lender charged the buyer three discount points, how much will the buyer need to close?

- A. \$61,600
- B. \$360,500
- C. \$78,400
- D. \$80,500

**Answer: D**

### NEW QUESTION # 76

A veteran has applied for a VA loan to purchase a house with a sale price of \$90,000. The Department of Veterans Affairs (VA)

appraised the house at \$85,000. In this situation, the veteran

- A. may buy the property with the VA loan only if the price is reduced to \$85,000.
- **B. may use the VA loan to buy the house after making a down payment of \$5,000.**
- C. cannot secure a VA loan because such loans are limited to a maximum of \$75,000.
- D. may buy the property with the VA loan only if the seller agrees to take back a second mortgage for \$5,000.

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation (150-250 words):

The VA loan program guarantees part of the loan, but it is always based on the VA's Notice of Value (NOV), which is capped at the appraised value (\$85,000 in this case). The veteran may still purchase at the higher price (\$90,000), but must make up the difference in cash:

90

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90,000#85,000=5,000

Thus, the veteran can proceed with a \$5,000 down payment plus the VA-guaranteed loan of \$85,000.

B: Incorrect; VA loans are not capped at \$75,000.

C: The seller does not have to lower the price, though they may.

D: VA loans do not allow secondary financing to cover the appraisal gap.

Correct answer: A.

Reference: VA Lender's Handbook (Chapter 3 - The Appraisal Process); Massachusetts Real Estate Salesperson Candidate Handbook - Financing/VA Loans.

### NEW QUESTION # 77

To avoid triggering full disclosure under TILA when advertising financing availability on a listed property, which of the following statements must a real estate licensee avoid using?

- A. owner willing to finance
- B. FHA and VA financing available
- **C. buy for less than \$650 per month**
- D. assumable loan

**Answer: C**

Explanation:

The Truth in Lending Act (TILA, Regulation Z) regulates advertising of credit terms. If an advertisement contains a triggering term such as the amount of down payment, monthly payment, interest rate, or repayment period, then full disclosure of all financing terms must be provided.

"Buy for less than \$650 per month" (D) is a triggering term because it states a specific monthly payment. This requires full disclosure of the APR, down payment, term, and total cost of financing.

"Assumable loan" (A), "owner willing to finance" (B), and "FHA and VA financing available" (C) are general financing terms that do not trigger mandatory disclosure.

Thus, the correct answer is D.

Reference: Federal TILA (Regulation Z), 12 C.F.R.1026; Massachusetts Real Estate Salesperson Candidate Handbook - Financing.

### NEW QUESTION # 78

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